

tex

tex

tex[®]

Textainer Group Holdings Ltd.
Investor Presentation
Aug 2022

Forward Looking Statements

Certain information included in this presentation and other statements or materials published or to be published by Textainer Group Holdings Limited (“the Company”) are not historical facts but are forward-looking statements relating to such matters as anticipated financial performance, business prospects, technological developments, new and existing products, expectations for market segment and growth, and similar matters. In connection with the “safe harbor” provisions of the Private Securities Litigation Reform Act of 1995, the Company provides the following cautionary remarks regarding important factors which, among others, could cause the Company’s actual results and experience to differ materially from the anticipated results or other expectations expressed in the Company’s forward-looking statements. The risks and uncertainties that may affect the operations, performance, development, results of the Company’s business, and the other matters referred to above include, but are not limited to: (i) changes in the business environment in which the Company operates, including global GDP changes, the level of international trade, inflation and interest rates; (ii) changes in taxes, governmental laws, and regulations; (iii) competitive product and pricing activity; and (iv) future performance of the business and overall industry.

As required by SEC rules, we have provided a reconciliation of the non-GAAP financial measures included in this presentation to the most directly comparable GAAP measures in materials on our website at www.textainer.com.



Quarterly Earnings and Business Highlights

Overview of Financial Results

2Q22 and % change from 1Q22

Lease rental income

\$203M (+2%)

Income from operations

\$123M (+7%)

Adjusted Net income¹

\$79M (+8%)

Adjusted EPS¹

\$1.63 (+10%)

Adjusted EBITDA

\$191M (+5%)

Annualized ROE

20% (+3%)

Highlights

- Record second quarter, with the highest quarterly levels of both adjusted net income and adjusted EPS.
- Average and ending utilization rate for the second quarter of 99.6% and 99.5%, respectively.
- Significant capex investments, expense management and financing enhancements over the last couple years have culminated to provide strong performance, cash flow generation and overall resiliency.
- Container investments of \$230 million received during 2Q22, with low uncommitted inventory at the end of the quarter.
- Managed our average spot effective interest rate to 2.79% as of the end of 2Q22.
- Declared a dividend of \$0.25 per common share, payable September 15, 2022. Declared a dividend on both 7.00% Series A and 6.25% Series B preferred shares, payable September 15, 2022.
- Repurchased 1,417,819 shares of common stock at an average price of \$31.81 per share during 2Q22.

(1) Adjustments include items such as debt termination expense. See reconciliation in Appendix.

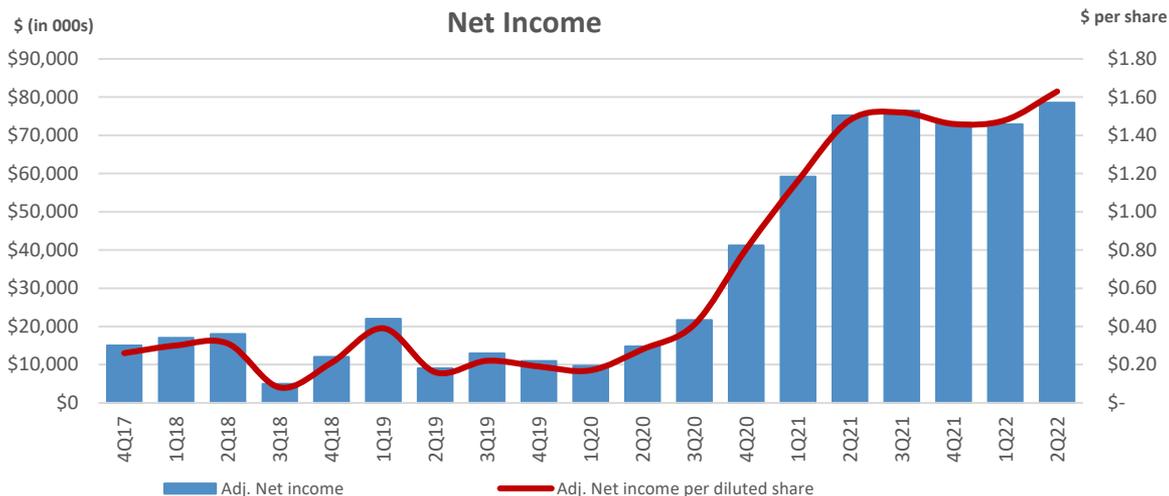
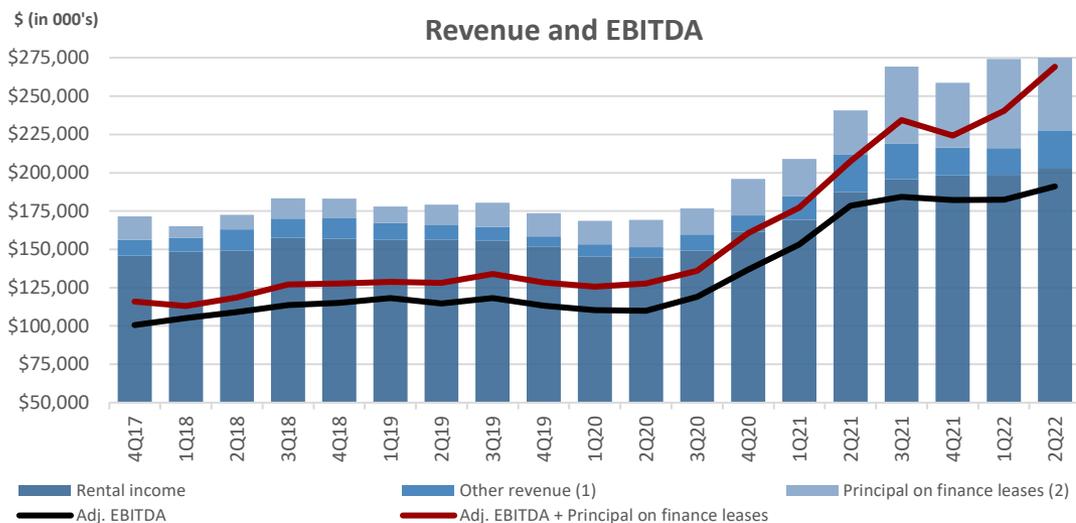
Financial and Business Highlights

(\$ in 000s, excluding per share amounts)	QTD vs Prior quarter				QTD vs Prior year			
	2Q 2022	1Q 2022	Change		2Q 2022	2Q 2021	Change	
Lease rental income	\$ 203,232	\$ 198,718	\$ 4,514	2%	\$ 203,232	\$ 187,434	\$ 15,798	8%
Gain on sale and Trading margin ¹	\$ 23,660	\$ 16,775	\$ 6,885	41%	\$ 23,660	\$ 23,067	\$ 593	3%
Income from operations	\$ 122,847	\$ 114,716	\$ 8,131	7%	\$ 122,847	\$ 110,007	\$ 12,840	12%
Net income to common shareholders	\$ 78,590	\$ 72,705	\$ 5,885	8%	\$ 78,590	\$ 73,795	\$ 4,795	7%
per diluted share	\$ 1.63	\$ 1.47	\$ 0.16	11%	\$ 1.63	\$ 1.45	\$ 0.18	12%
Adjusted net income	\$ 78,522	\$ 72,869	\$ 5,653	8%	\$ 78,522	\$ 75,204	\$ 3,318	4%
per diluted share	\$ 1.63	\$ 1.48	\$ 0.15	10%	\$ 1.63	\$ 1.48	\$ 0.15	10%
Adjusted EBITDA	\$ 191,086	\$ 182,317	\$ 8,769	5%	\$ 191,086	\$ 178,448	\$ 12,638	7%
Cash, including restricted cash	\$ 312,140	\$ 280,317	\$ 31,823	11%	\$ 312,140	\$ 400,978	\$ (88,838)	-22%
Total "lease" container fleet ²	\$ 7,275,964	\$ 7,239,469	\$ 36,495	1%	\$ 7,275,964	\$ 6,234,914	\$ 1,041,050	17%
Total "resale" container fleet ³	\$ 19,612	\$ 18,470	\$ 1,142	6%	\$ 19,612	\$ 9,571	\$ 10,041	105%
Debt, net of deferred financing costs	\$ 5,707,063	\$ 5,675,973	\$ 31,090	1%	\$ 5,707,063	\$ 4,828,576	\$ 878,487	18%
Total equity	\$ 1,926,802	\$ 1,873,177	\$ 53,625	3%	\$ 1,926,802	\$ 1,527,184	\$ 399,618	26%
Average fleet utilization	99.6%	99.7%	-0.1%	0%	99.6%	99.8%	-0.2%	0%
Total fleet size at end of period (TEU)	4,508,490	4,402,158	106,332	2%	4,508,490	4,101,575	406,915	10%
Container capex ⁴	\$ 230,000	\$ 497,000	\$ (267,000)	-54%	\$ 230,000	\$ 501,000	\$ (271,000)	-54%
Shares repurchased	1,417,819	957,689			1,417,819	615,680		

1) Combined total of Gain on sale of owned fleet containers, net, and Trading container margin.
 2) Combined total of Containers, net, Net investment in finance leases, and Container leaseback financing receivable.

3) Combined total of Trading containers and Containers held for sale.
 4) Based on date added to the fleet (delivery date). Consists of all container purchases for both the owned and managed fleet. Does not reflect moves between owned and managed.

Revenue and Profitability Trends

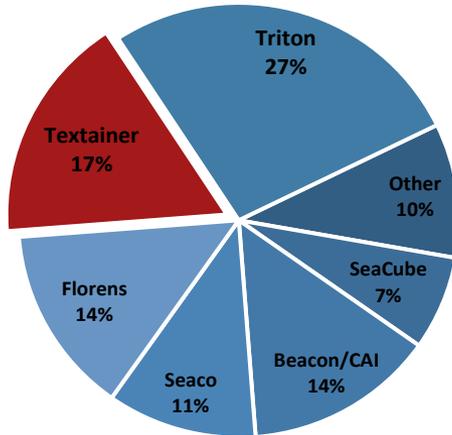


- Enhancement in financial metrics driven by revenue improvement from organic fleet growth with high corresponding rental rates stemming from elevated new container prices.
- Added \$230 million of containers to our fleet during 2Q22, for a total of \$727 million capex through H1 2022, primarily assigned to long-term fixed-rate finance leases.
- Improvement in our financials demonstrates the resilience of our base business model, even in the current normalizing demand environment.
- Annualized ROE at 20%, supported by the strength of our financial performance and our share buyback program.
- Repurchased 22% of our outstanding common shares since the program commenced in 3Q19. With the inclusion of an additional \$100 million buyback authority approved by the board in July, at the end of 2Q22, the remaining available authorization was \$120 million.

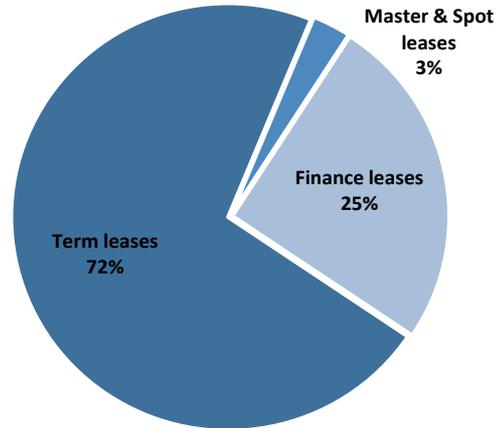
1) Other revenue includes management fees, trading container margin and gain on sale.
 2) Represents the principal portion of finance lease rental billings. While both finance leases and operating leases have fixed rate rental rates, finance leases have a different accounting treatment. For finance lease billings, only the interest portion appears in the income statement, while the principal portion is only reflected in the balance sheet and cash flow statements. Unlike operating leases, finance leases do not incur depreciation expense.

Textainer Fleet Overview

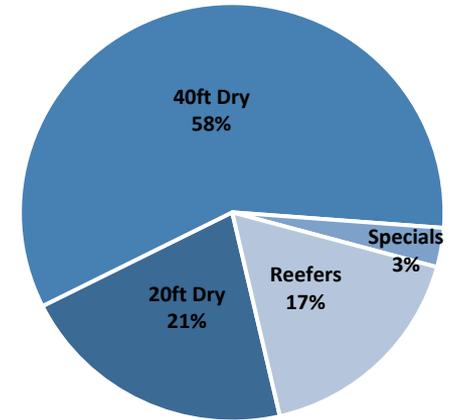
Fleet size¹ (CEU)



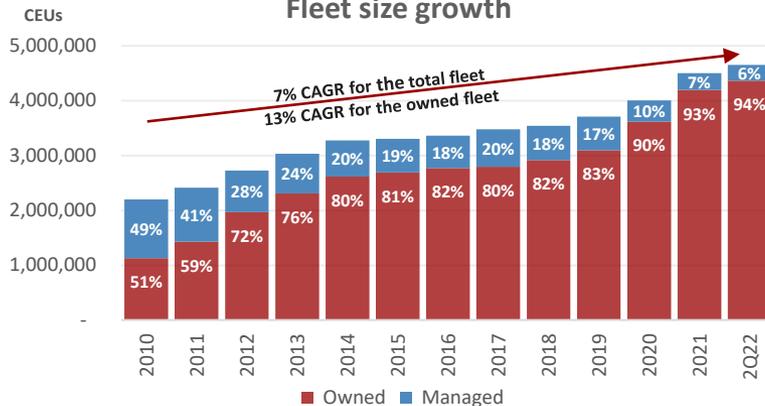
Lease portfolio (CEU)



Equipment types (CEU)



Fleet size growth



Textainer is the second largest lessor in the world

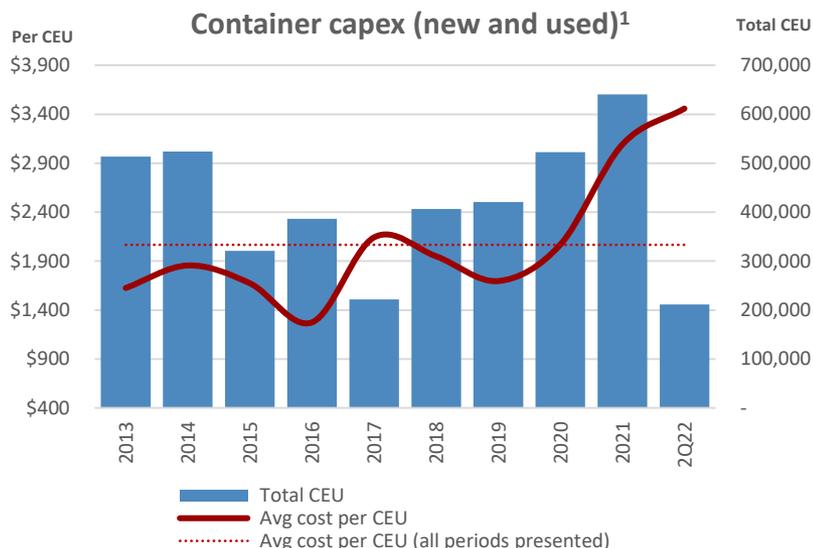
Our fleet generates stable cash-flow from a lease portfolio with a mix of 97% long-term fixed-rate leases

Average remaining tenor of the entire lease portfolio of 6.7 years²

Young fleet with an average age of 4.6 years²

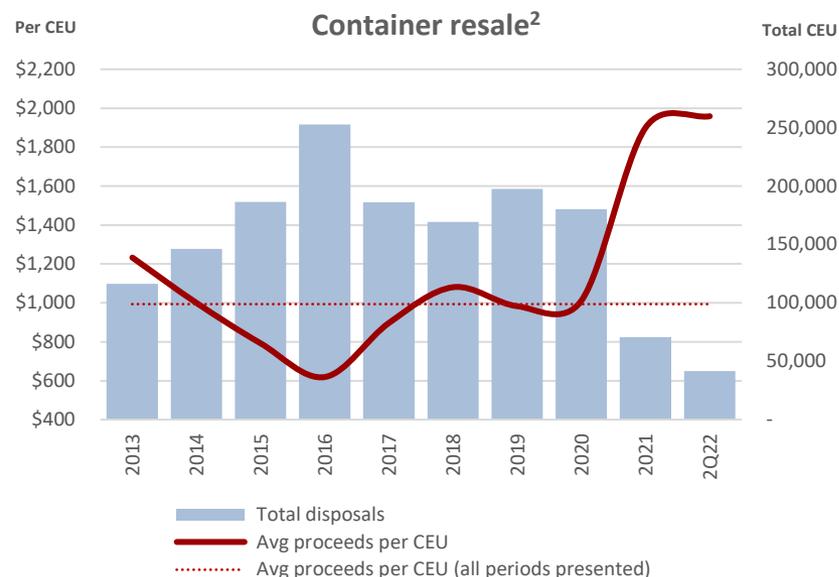
1) As of 4Q 2021. Peer fleet size data sourced from public filings and Harrison Consulting.
2) Calculated on an NBV basis. Includes all leases (long-term, finance, short-term, expired).

Textainer Capex and Resale



- The average cost of our fleet remains well below current market prices, even with the recent decrease in new container pricing.
- Current container prices remain well above historical averages. Higher market prices helps support a more favorable environment for resale and lease renewals. Higher prices also result in a greater level of capital investment for an equal volume of containers, supporting future revenue growth even with a lower number of units, and raising barriers to entry for potential new lessors.
- Due to continued congestion and high utilization of containers, resale volume has been lower than in prior years, offset by a significant increase in resale prices.

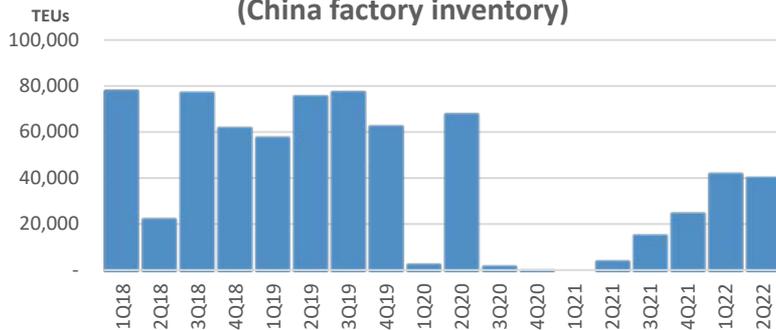
- Continued levels of capex growth:
 - \$230 million delivered during 2Q22.
- This level of capex deployed in the quarter stemmed from our long-term customer relationships. We anticipate a more normalized demand environment for capex for the rest of 2022.
- Textainer maintains a disciplined approach, investing only when target returns are achieved with long term cash flows. Short manufacturing lead times allows us to invest on the basis of mostly confirmed lease opportunities.



1) Total container purchases for both the owned and managed fleet, based on date added to the fleet (delivery date). Does not reflect fleet ownership changes between owned and managed.
 2) Resale of off-hired operating containers (i.e. held for sale depot containers). Does not include container trading activity (i.e. sale of new or old containers acquired exclusively for immediate resale). The average proceeds per CEU reflect total proceeds received.

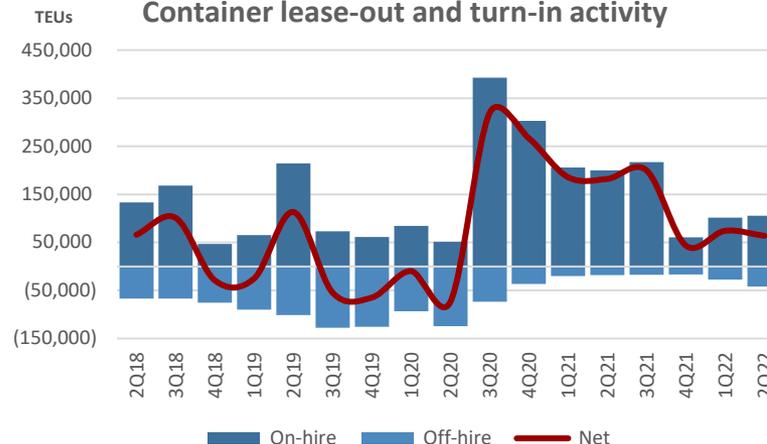
Textainer Container Inventory

**Uncommitted new production inventory
(China factory inventory)**

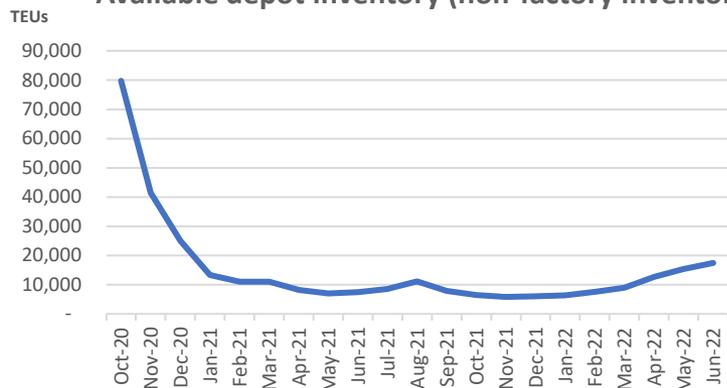


**Low uncommitted inventory at factory
(40K TEU as of 2Q22)**

Container lease-out and turn-in activity



Available depot inventory (non-factory inventory)

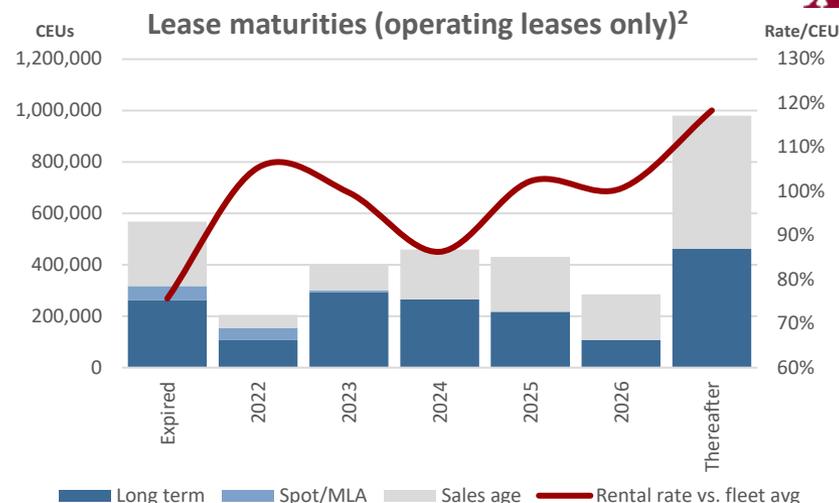
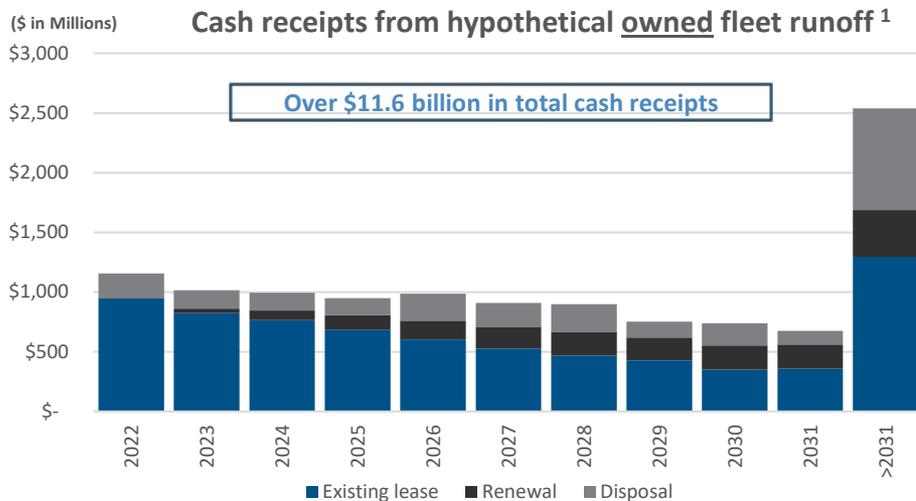


**Minimal idle inventory at depot
(17K TEU as of 2Q22)**

Leased-out over 207K TEU of mostly new production during 1H22. Demand is however expected to normalize following a record year.

We continue to maintain low new production inventory in China to ensure strategically balanced levels of supply to meet demand.

Textainer Long-Term Lease Commitments



■ The above shows cash receipts from the hypothetical runoff of our existing owned fleet (assuming no capex), summarized under 3 components:

- “Existing lease” – expected fixed-rate rentals during the remaining minimum contractual term of currently existing leases, plus a 1-yr build down period. Includes actual year-to-date revenue for the current year.
- “Renewal” – assumes rentals, following the expiration of the minimum contractual term of existing leases, until the disposal of the container. Assumes the same rental rate as of the expired lease.
- “Disposal” – assumes proceeds from the disposal of containers (includes actual year-to-date proceeds for the current year). Disposals are assumed to occur once the lease expires and the containers reach the end of their GAAP useful life (i.e. 13 years for a 20’ dry), plus a 1-year build down period. Disposal proceeds are assumed to equal current GAAP residuals (i.e. \$1,000 for a 20’ dry), even though the current average resale prices are significantly higher.

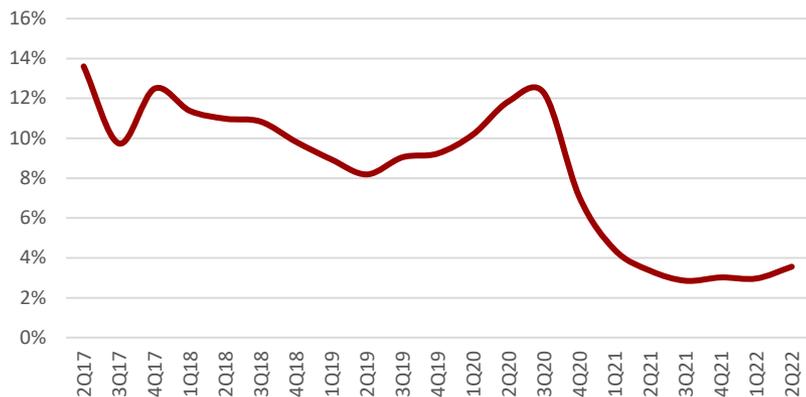
- Our fleet has an average age of 4.6 years and an average remaining lease tenor of 6.7 years. The period of contractually guaranteed fixed-rate rentals represents 76% of the fleet’s remaining depreciable life on a NBV basis.
- Controlled levels of annual lease maturities guarantee stable cash flows. Moreover, current maturities have a lower financial impact given the much lower historical original cost of these containers.
- The current strong market offers significant opportunities to extend maturing leases for continued high utilization.
- Current resale prices are well above our GAAP residual values, providing an opportunity for gains of sales age containers.
- Customers generally have on average a 12-month build-down period to return containers upon lease expiry.

1) Represents cash inflows from the hypothetical runoff of our existing owned fleet (excludes managed), assuming consistent rental rates and GAAP residuals upon disposal. This chart is for illustration purposes only and the actual runoff could differ materially due to the uncertainty of future events or circumstances, including but not limited to utilization rates, rental renewal rates or disposal prices.

2) Consists only of containers on operating leases (i.e. excludes finance leases). The average rental rate per CEU is indexed to the fleetwide average for all operating leases. “Sales Age” containers have exceeded their useful life at lease expiry and thus expected to be sold upon redelivery.

Textainer Cost Management

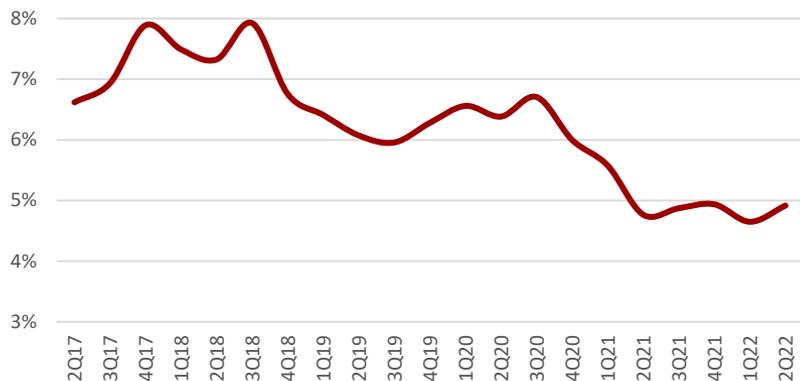
Direct container costs as % of rental income



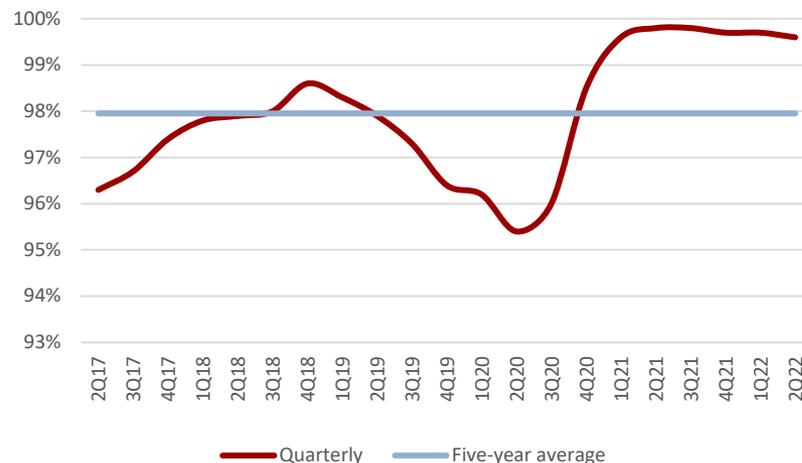
Average effective interest rate per quarter¹



SG&A as % of total revenues², inclusive of finance lease principal and net of distributions to 3rd party owners



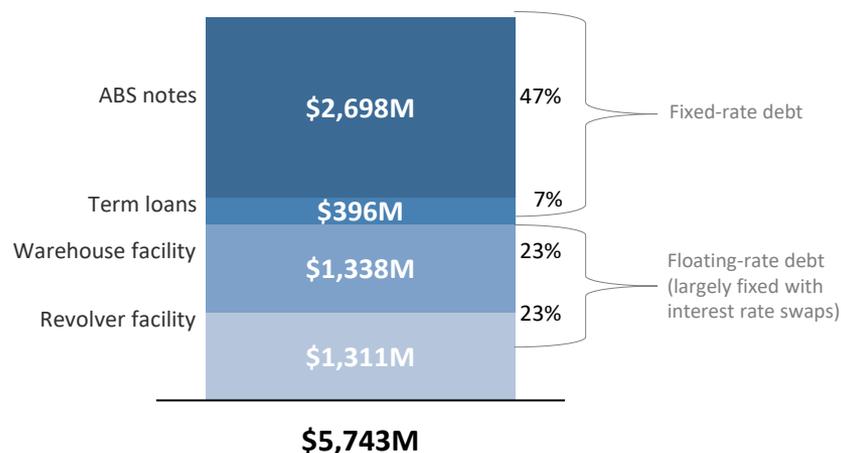
Average fleet utilization



1) Represents the average rate for the quarter, inclusive of realized hedging costs and the non-cash amortization of debt issue fees.
 2) Total revenues consist of lease rental income, gain on sale, trading container margin, and management fee income. The denominator is net of distributions to 3rd party owners and also includes rentals for the principal portion of our finance leases which is excluded from lease rental income.

Textainer Capitalization

Outstanding borrowings by source



- Debt sourced from well diversified sources.
- Our warehouse and revolver facilities have a total commitment capacity of \$3 billion with a syndicate of 16 domestic and foreign banks.
- Our ABS notes and Term loans are supported by a wide group of investors including life insurance companies, asset managers and banks.

Shareholders' equity

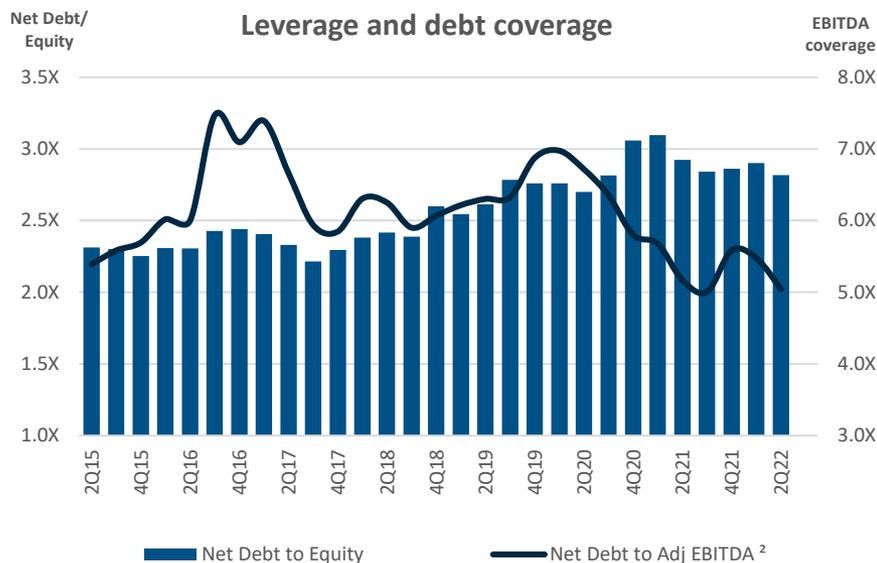
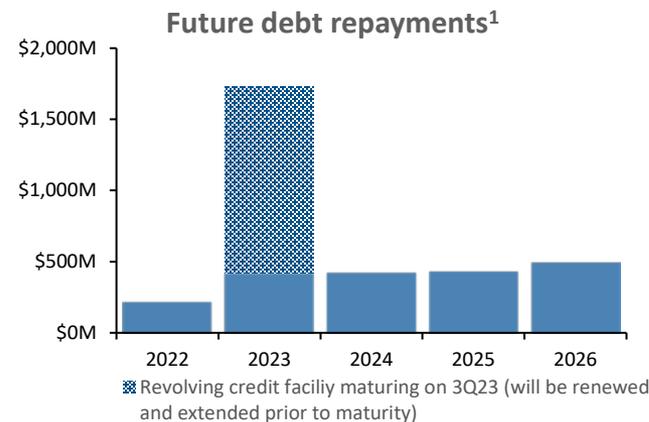
Class	Ticker	Details
Common shares	TGH (NYSE); TXT (JSE) ¹	47M shares outstanding at 2Q22
Preferred shares	TGH.PRA (NYSE) TGH.PRB (NYSE)	\$150M, 7.00% cumulative redeemable perpetual shares (Series A) \$150M, 6.25% cumulative redeemable perpetual shares (Series B)

- Common shareholders consist of a diversified group of investors. As of the last reporting date, the top 30 investors held more than half of the common shares outstanding.
- Common dividend and active share repurchase programs to return capital to our common shareholders.

1) In December 2019, we completed a secondary listing of our common shares in the JSE to unbundle shares previously owned by a single shareholder. The unbundled shares, which represented 48% of our outstanding shares at the time, were distributed among a wide group of individual and institutional investors in South Africa.

Textainer Stable Debt Financing

Floating vs. Fixed rate debt	% of total at period end	Avg. remaining tenor	Avg rate for the quarter	Spot rate at quarter end
Fixed-rate debt	54%	7.2 years	2.33%	2.33%
Hedged floating-rate debt	37%	4.0 years	2.67%	2.75%
Total fixed-rate and hedged debt	91%	6.1 years	2.46%	2.49%
Unhedged floating rate debt	9%		2.33%	3.10%
Total debt	100%		2.41%	2.58%
Non-cash amortization of debt issue fees			0.21%	0.21%
Effective interest rate (all-in)			2.62%	2.79%

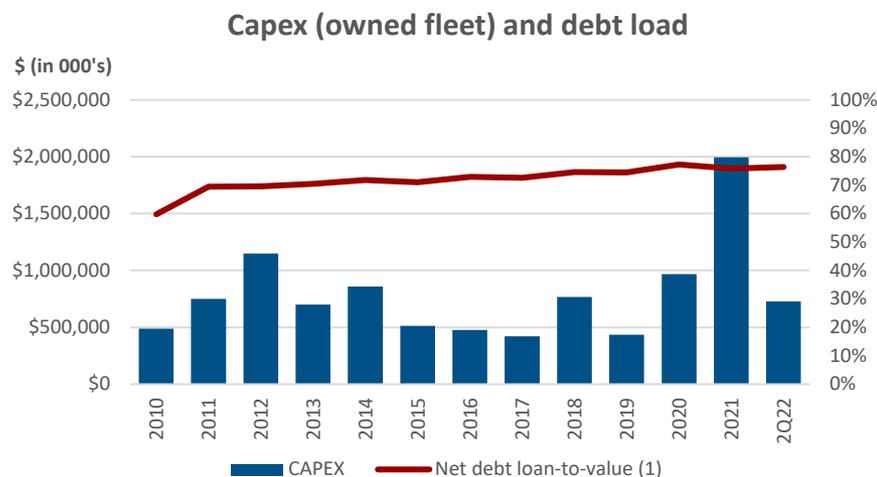


- Focused on matching our fixed-rate rental revenue to fixed-rate financing, both in amount and duration, to limit volatility and lock-in long-term profitability:
 - Our fixed-rate debt represents 91% of total debt, closely matching the 97% of our fleet under fixed-rate long-term lease contracts.
 - The average remaining tenor of our fixed-rate debt is over 6 years, with staggered maturities, is in line with the 6.7 years average remaining lease term of our entire lease portfolio.
- The recent fleet growth has driven improvements to EBITDA, significantly improving our debt service coverage.

1) Reflects contractual amortization of our notes, estimated repayments to maintain the maximum loan-to-value in our revolving facilities (based on the current existing fleet absent any future capex), and the contractual maturity of our existing revolving facilities (assuming no refinance/renewal).

2) **Net debt:** outstanding borrowings minus cash on hand.
Adj. EBITDA: adjustments include items such as debt termination expense (see reconciliation in Appendix). For this chart, we also included the principal portion of our finance leases which is part of our monthly lease collections but not included in regular EBITDA.

Textainer Capital Allocation



Net cash generated for capital allocation (\$ in 000s)	LTM	2Q22 annualized
Adjusted EBITDA (see reconciliation in Appendix)	\$739,793	\$764,344
Plus: Principal portion of finance leases ³	+186,916	+207,776
Plus: NBV of container disposals	+95,928	+153,692
Minus: Interest expense (excluding non-cash amortization) and preferred dividends	-149,024	-160,128
Minus: Current debt balance as of quarter end	-416,319	-416,319
Net cash available for capital allocation, net of debt service	\$457,294	\$549,365
Capital allocation alternatives (potential uses of net cash; the illustrative amounts shown below for each alternative are mutually exclusive):		
1) Capex potential using current leverage		
Growth	\$1,713,281	\$2,094,733
Replacement ^{2,3}	<u>573,189</u>	<u>652,092</u>
Total capex potential using current leverage	\$2,286,470	\$2,746,825
2) Incremental debt paydown in excess of required repayments (decreasing current leverage)	\$457,294	\$549,365
3) Shareholder returns	\$457,294	\$549,365

The fixed and long-term nature of both our leases portfolio and debt service generates a stable level of excess cash, providing flexibility for all three of our capital allocation priorities:

- 1) **Capex:** We invest in containers when the expected returns are accretive to the business. The short-lead time of container manufacturing allows us to moderate capex based on demand, participating only in profitable and attractive opportunities.
- 2) **Leverage:** We manage debt levels to ensure we maintain stable and consistent access to financing and sufficient available capacity for incremental capex opportunities.
- 3) **Shareholder returns:** We are committed to returning capital to our common shareholders, by a combination of both our quarterly common dividend and share buyback programs.

1) Net debt loan-to-value is calculated as borrowings (net of cash) + manufacturer Payables, divided by the NBV of our owned fleet.
 2) Replacement capex consists of depreciation expense, principal portion of finance lease billings, and NBV of container disposals.
 3) Excludes \$42 million one-time principal payment on finance leases received in 1H22.

Current Market Environment and Outlook

Slow lease-out market

- Container demand has moderated following a record year. While congestion remains elevated, shipping lines have a balanced container fleet for their existing vessel capacity.
- Maturing leases continue to be renewed into life-cycle leases with extended maturities through the remaining useful life of the containers.

Historically high container prices

- New container prices at about \$2600/CEU, remaining well above historical averages.
- Resale prices remain high due to high new build prices, strong demand and limited resale inventory.

Strong customer performance

- Shipping lines reporting strong financial results and a favorable 2022 outlook driven by high freight rates and volumes as port congestion continues.
- Improved profitability has translated into strong payment performance and has allowed carriers to shore up their balance sheets and invest in higher efficiency vessels and value-added logistic services.



Favorable market conditions are expected through 2022 due to continued congestion, with further anticipated disruptions delaying a return to normalcy.

Textainer maintains contracted revenue and profits, which are well-protected due to long-term contracts with further fixed-rate hedged financing.

Reduced credit risk of our customers should continue through 2022, and beyond, as shipping lines lock-in market rates in annual contracts and optimize their balance sheets with increased liquidity.

Trade and Shipping Line Performance

- High trade volumes and supply-chain disruptions are widely expected to continue through 2022, particularly as inbound and outbound port activity has been worsened by COVID-19 lockdowns in China and the conflict in Ukraine.
- Freight rates have recently decreased from peak levels but remain historically high. The decrease is partly due to seasonality and supply disruptions in China due to recent Covid lockdowns.
- Shipping line profitability is expected to remain elevated in 2022 due to continued high freight rates and cargo volumes.
- Shipping lines are expected to focus their incremental liquidity to deleverage, invest in “cleaner” higher efficiency ships, and invest in value-added service opportunities such as logistics, further enhancing their long-term credit quality.

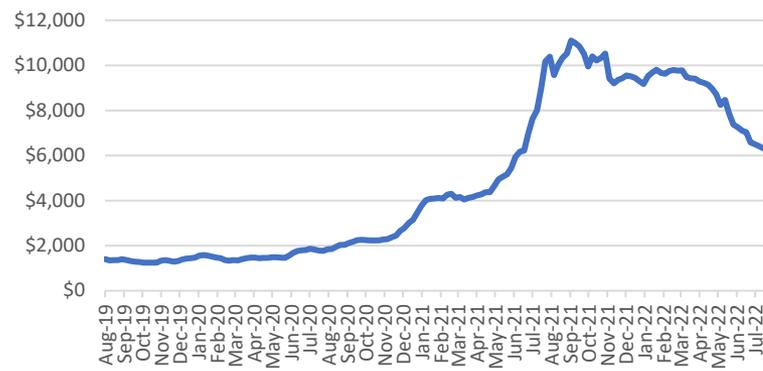
Container throughput index¹
Seasonally adjusted (2015 = 100)



US retail inventory-to-sales ratio²



FBX freight rate index³

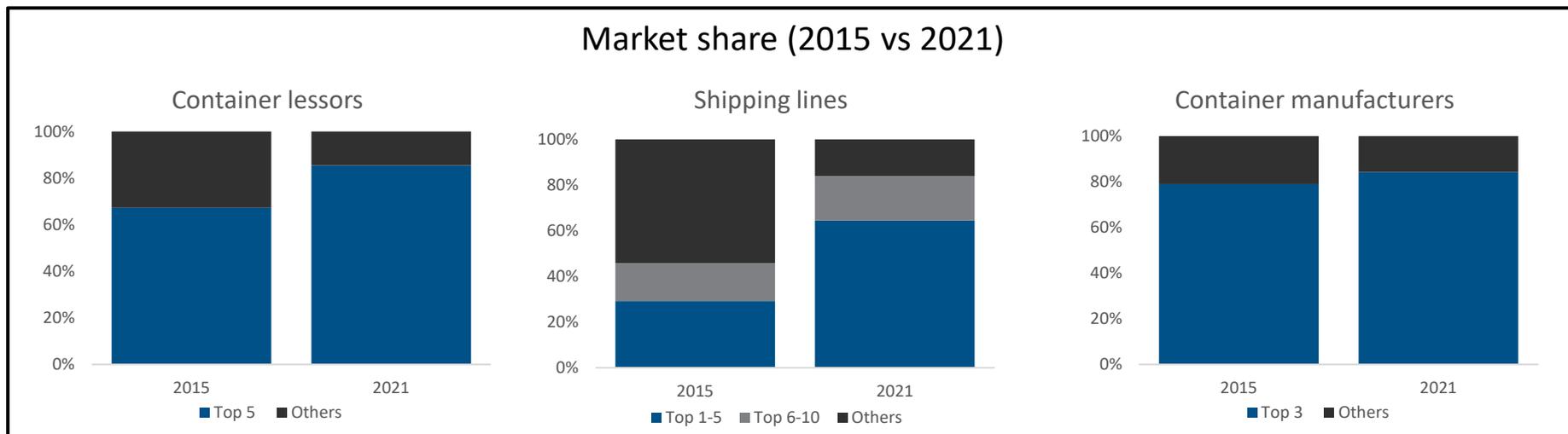


1) The RWI/ISL container throughput index reflects the amount of container cargo handled by a selection of 91 international ports, representing 60% of global container traffic.
 2) The inventories-to-sales ratio from the US Census Bureau serves as an indications of the number of months of inventory that are on hand in relation to the sales for a month.
 3) The Freight Baltic Container Index (FBX) reflects the container spot rates on 12 trade lanes, covering 80% of global container trade.

Competitive Landscape

Container lessors, shipping lines, and container manufacturers have experienced a recent wave of consolidation and organic growth, with enhanced economies of scale, greatly improving the competitive landscape and facilitating a greater level of stability over economic cycles:

- Lessors: The top 5 container lessors account for 86% of the market. We expect lessors to continue rationalizing new container investments and further improve lease quality in pursuit of stable long-term returns with reduced volatility.
- Shipping lines: Consolidation and alliances have dramatically improved credit quality since the 2016 Hanjin bankruptcy. The top 10 shipping lines now account for 84% of market share, facilitating improved discipline and capacity management. This has contributed to higher freight rates and improved financial performance, which has continued through 2021, and into 2022, due to ongoing port congestion.
- Manufacturers: Improved economies of scale and coordination by suppliers have resulted in greater production discipline. Since early 2020, industry efforts to rationalize production levels with demand have provided support for container prices and a more balanced supply of containers which we expect will continue into the foreseeable future.

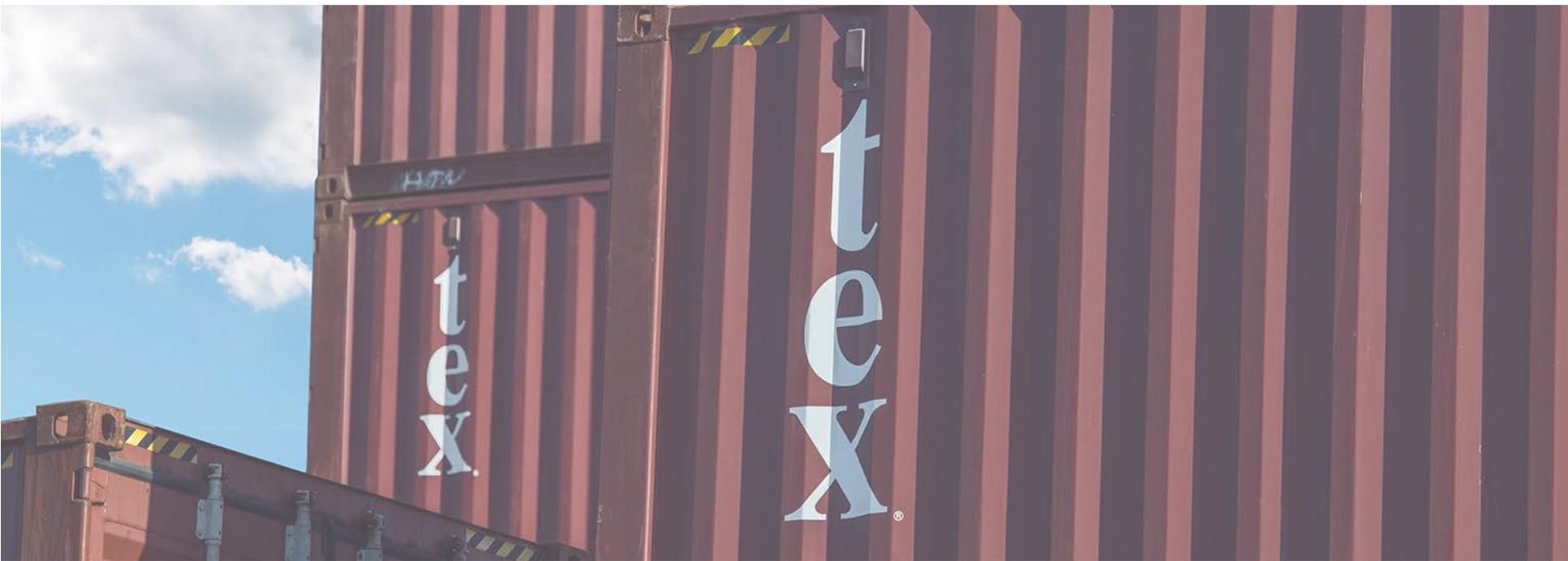


Note: market share data from Harrison consulting.

Conclusion

- Another quarter of strong performance on the back of our stable base business, with our revenue supported by the long-term nature of our lease portfolio.
- Deployed total capex of \$230 million during Q2 2022, predominantly from secured back-to-back finance lease deals stemming from our long-term customer relationships. Through the first half of 2022, capex deployed has totaled \$727 million.
- High utilization of 99.6% with an average remaining tenor of the entire lease portfolio of 6.7 years.
- Fixed-rate and hedged debt represents 91% of total debt with an average tenor of 6 years, mitigating the impact of interest rate increases.
- Declared a \$0.25 per common share dividend, payable on September 15, 2022. Declared a dividend on both 7.00% Series A and 6.25% Series B preferred shares, payable September 15, 2022.
- Repurchased common shares totaling \$45 million during 2Q22. The board approved an increase of \$100 million to the total repurchase authority. Including this increase, at the end of 2Q22, the remaining authority under the repurchase program stood at \$120 million.
- We expect a continuation of market tailwinds with further disruptions within the greater realm of shipping, ensuring container utilization remains elevated. This will continue to provide a favorable operating environment for us and our customers.





Company Overview

Company Background

- Textainer has operated since 1979 and is one of the world's largest lessors of intermodal containers with a container fleet of 4.5 million TEU (4.7 million CEU).
- Textainer leases containers to approximately 200 customers, including all of the world's leading international shipping lines.
- Textainer is also one of the largest sellers of new and used containers with average annual sales of 130,000 units over the last five years.
- Textainer manages a diversified container fleet that consists of standard dry freight, dry freight specials, tanks, and refrigerated intermodal containers, mirroring the composition of the worldwide fleet.



Overview

- Headquartered in Bermuda
- Scalable network of 14 offices and around 400 depots
- Workforce of approximately 160 employees
- Publicly traded on both the New York (Ticker "TGH") and Johannesburg (Ticker "TXT") stock exchanges

Summary performance

- Last twelve-month ("LTM") lease rental income of \$796 million
- LTM Adjusted Net Income¹ of \$301 million
- LTM Adjusted EBITDA¹ of \$740 million
- Average fleet age of 4.6 years (NBV weighted)

Note: TEU refers to Twenty-Foot Equivalent Unit, a unit of measurement based on the length of a container relative to a standard 20' dry freight container. CEU refers to a Cost Equivalent Unit, a unit of measurement based on the approximate cost of a container relative to the cost of a standard 20' dry freight container.

(1) Adjustments include items such as debt termination expense. See reconciliation in Appendix.

Textainer Advantages

Fleet Size

- Our large fleet size is a competitive advantage, particularly in light of recent supplier and customer consolidation.
- Our size is optimal, providing benefits of scale, while retaining management agility and allowing us to focus on the most profitable deals whilst still growing our market share.
- A large fleet size affords us meaningful economies of scale with one of the industry's lowest cost structures.
- Our size allows us to hold sufficient idle inventory around the world to immediately meet any urgent demand requirements from our customers.

Capital Structure

- Track record of capital markets access with deep institutional and retail following.
- We maintain low-cost debt financing (amongst the lowest in the industry) from diversified funding sources.
- Staggered debt maturity schedule is tailored to complement lease portfolio maturities.
- Most of our debt is fixed-rate, helping mitigate interest rate risk.
- Bermuda incorporation with efficient tax structure.

Diversified Revenue

- Equipment type diversification provides exposure to industries with decoupled economic cycles.
- Our dedicated international resale team is a leader in the field as one of the largest sellers of containers in the world, focused on maximizing resale proceeds.
- We also purchase and resell containers from shipping lines, container traders and other sellers.
- We manage containers on behalf of third-party owners, earning a steady stream of low-risk fee income using our existing platform.

Infrastructure

- Experienced management team and dedicated employees providing best-in-class service to our shipping line and resale customers.
- Over 40 years of know-how to procure, inspect, market, repair and resell containers, maximizing returns over the container's entire economic life-cycle.
- Highly scalable IT infrastructure.
- Expansive global footprint to service customers in all demand locations.

Company Footprint

Textainer operates through a network of 14 offices and 400 depots covering all time zones and major trading centers over the world. Our four regional offices form the backbone of our worldwide leasing, resale, and operations activities.



Container Life Cycle Management

Initial Lease



- Lease terms of five to seven years (historically) and ten to thirteen years (current market).
- We place a significant focus on the off-hire provisions.

45% - 75% of total expected returns

Mid-Life



- Lease renewal or re-lease to different customers.
- May be re-leased several times over useful life.
- We leverage our global infrastructure and operational expertise.

0% - 30% of total expected returns

Disposition



- Sale generally for static storage or one-way cargo.
- Resale market enjoys a different customer base.
- Container residual values generally ~50% of current asset cost.

25% of total expected returns

With over 40 years of experience, Textainer maximizes returns throughout the entire container life cycle.

Management Team



Olivier Ghesquiere

President & Chief Executive Officer

30 years of international asset management experience, including work at Ermewa Group as Chief Operating Officer and CEO, Eurotainer as Managing Director and Chairman, and Brambles Group under various management positions.

- *Joined in 2016*



Michael Chan

Executive VP & Chief Financial Officer

30 years of accounting and finance and 24 of international asset management experience, including work at Ygrene Energy Fund as CFO, Cronos Container Group as Sr. Director of Treasury, Chartres Lodging Group as CFO, and Price Waterhouse Coopers as audit manager.

- *Joined 1994 to 2006 and in 2017*

Philippe Wendling
Senior VP, Marketing

18 years of transportation leasing experience
Joined in 2019

Charles Li
Regional VP, PRC and Korea

32 years of container leasing marketing experience
Joined in 1994

Michael Samsel
Regional VP, EMEA

30 years of container leasing marketing experience
Joined in 1998

John Simmons
Regional VP, Americas

35 years of intermodal industry experience
Joined in 2011

Alvin Chong
Global VP, Resale

27 years of resale and 32 years of intermodal industry experience
Joined in 1995

Gregory Coan
Senior VP, CIO

36 years of Information Technology and 29 years of intermodal industry experience
Joined in 1992

Daniel Cohen
VP, General Counsel

25 years of corporate, finance, and securities legal experience with international law firms and in-house
Joined in 2011

Jack Figueira
VP, Ops and Procurement

40 years of intermodal and shipping industry experience
Joined in 1990

Giancarlo Gennaro
VP, Finance

19 years of accounting and finance and 10 years of intermodal industry experience
Joined in 2017

Cannia Lo
VP, External Reporting and Consolidation

20 years of accounting and finance experience in the intermodal industry
Joined in 2001

Sarah Little
VP, TEM Corporate Controller

27 years of accounting and finance, 14 years of intermodal experience
Joined 2015 to 2017 and 2020

Tamara Bakarian
Director, Investor Relations

10 years of finance and investor relations experience
Joined in 2021

Sustainability & Commitment

Approach

- We are mindful of the **long-term impacts** our activities have on the environment and our communities globally.
- The container shipping industry plays a **key role in furthering world trade**, driving economic development and economic growth.
- We are committed to ensuring we **play a meaningful role, engaging with our stakeholders and operating as a responsible company.**



Employees

- **AIM:** to recruit the most highly qualified and motivated employees
- Strive to provide a **safe and healthy work environment**
- Promote **work-life balance** and overall employee wellbeing
- **Gender diversity:**
 - **48%** women in the workforce
 - **30%** women on the board of directors



Customers

- **AIM:** to be the most **reliable and responsive** operator
- Treat customers with **respect and integrity**
- Regularly **engage** with customers and suppliers
- Provide the **highest quality** equipment in the right location with competitive **all-in costs**



Environment

- **AIM:** to **minimize and manage** our impact on the environment to **touch the earth lightly**
- Published our **1st Textainer GHG footprint.**
- Majority of operational emissions from **Scope 2**, electrical energy
- **17%** sourced from **green and renewable energy**
- **Purchase – Lease – Resell**



Communities

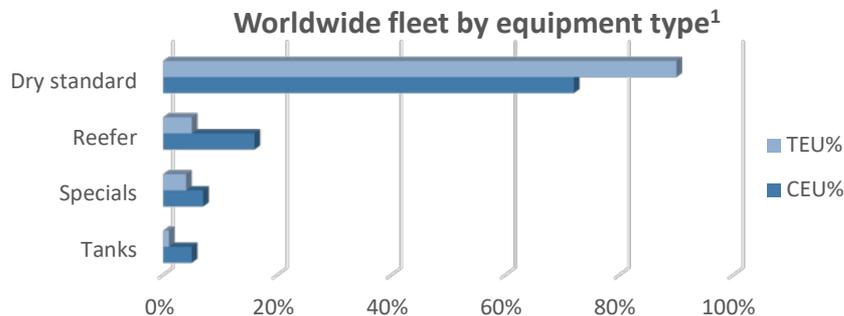
- **AIM:** to support **local, disadvantaged communities** through funding initiatives that **uplift, educate and empower**
- Support **Zululand Conservation Trust** to protect local wildlife and the communities close to them



Industry Overview

Container Types

Containers are large steel boxes built to International Standardization Organization (“ISO”) norms and used for intermodal freight transportation. They are divided into four main categories:



Dry standard

Fitted with steel roof, end and side panels, wooden floors and steel doors.

Used to carry a wide range of semi-finished and finished manufactured goods, raw materials and agricultural produce.



Refrigerated (“Reefer”)

Steel cladding fitted with insulation and an externally mounted temperature-control unit to control internal temperature.

Used to carry frozen and temperature-sensitive goods such as meat, fish, fruit and vegetables.



Specials

Similar to Dry standard, but designed specifically for the transportation of non-conforming cargoes.

Used to carry non-standard items such as sheet glass, large machinery, and vehicles.



Tanks

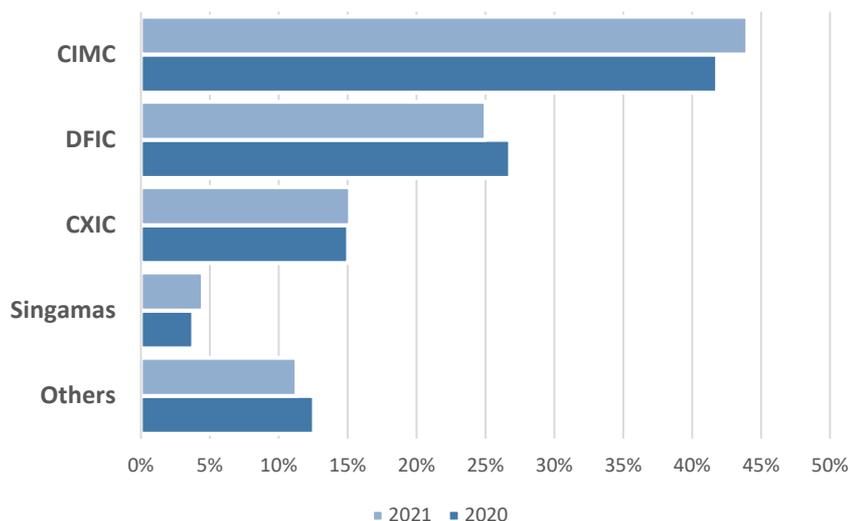
Stainless steel cylinder set within an ISO steel frame.

Used mostly to carry industrial chemicals in liquid form and potable liquids such as fruit juices and wines.

1) Source: Harrison Consulting

Container Production

Container TEU production by manufacturer ¹



- Containers are manufactured in China, a highly desirable on-hire location for our customers.
- CIMC, DFIC, and CXIC have emerged as the dominant suppliers, controlling 85% of the market.
- Lead times typically range 1 to 2 months, allowing near “just-in-time” ordering, quickly adjusting to changes in market demand and reducing inventory risk.
- Leased containers have a long economic life of 15+ years and little technological obsolescence.
- At the end of their economic life, containers are sold on a secondary market to a different customer base for other uses such as static storage or one-way cargo moves.

1) Figures based on management estimates using industry sources.

Container Leasing

Leasing customers are primarily shipping lines which generally lease a large portion of their container fleet

Given recent consolidation, the top 10 shipping lines represent ~85% market share

Benefits to lessees

Flexibility to on-hire / off-hire¹ containers to optimize capacity to meet fluctuating demand requirements.

Flexibility to on-hire / off-hire¹ containers at locations around the globe to alleviate trade imbalances.

Conserves capital for significant cash requirements such as vessels, terminals, and fuel costs.

Provides an alternate source of financing in a capital intensive business.

Benefits to lessors

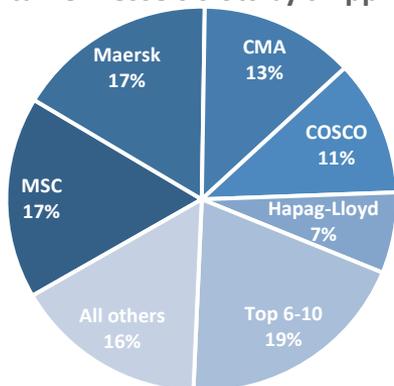
Leases are non-cancellable, with terms typically ranging 5-13yrs (initial lease) and 1-8yrs (renewals).

Long-term nature of leases offers stable and predictable cash flows with protection during economic down cycles.

Leases are “triple-net” requiring the lessee to pay for all repairs in excess of normal wear and tear.

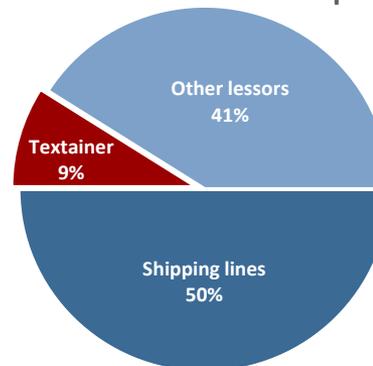
Lessees are incentivized to renew expiring leases to avoid repair costs and the logistical cost of the return.

Container vessels slots by shipping line²

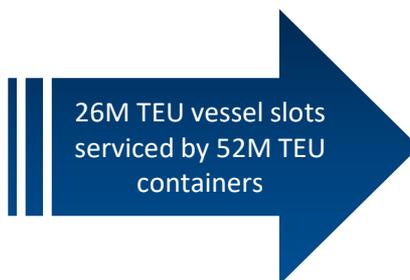


Worldwide total slots: 26M TEU

Container fleet ownership²



Worldwide total containers: 52M TEU



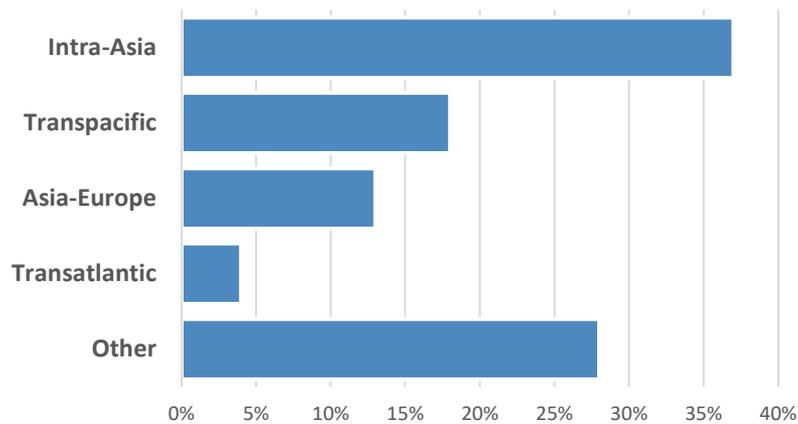
1) Containers can only be off-hired at the termination of the contractual lease term and are subject to provisions that limit the amount and location of returning containers.
 2) Source: Harrison Consulting

World Container Trade

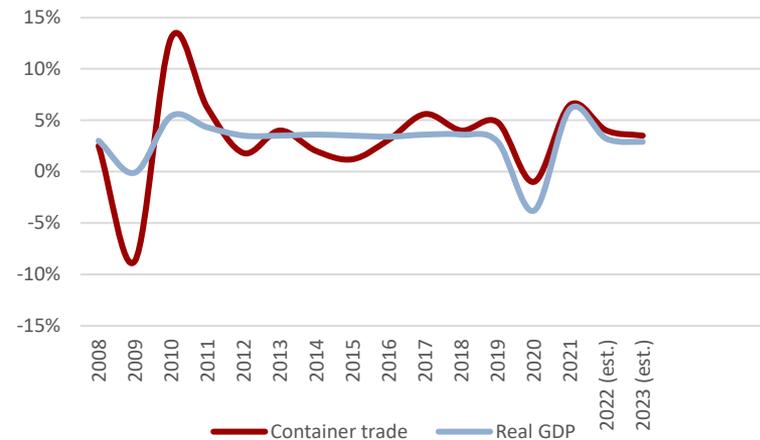
Container demand is inherently tied to trade. Growth of the container fleet is normally expected to be in line with global GDP growth.

Containerized trade is projected to grow at a compound annual growth rate of 4% between 2022-2025.

Trade flow by major trade route²

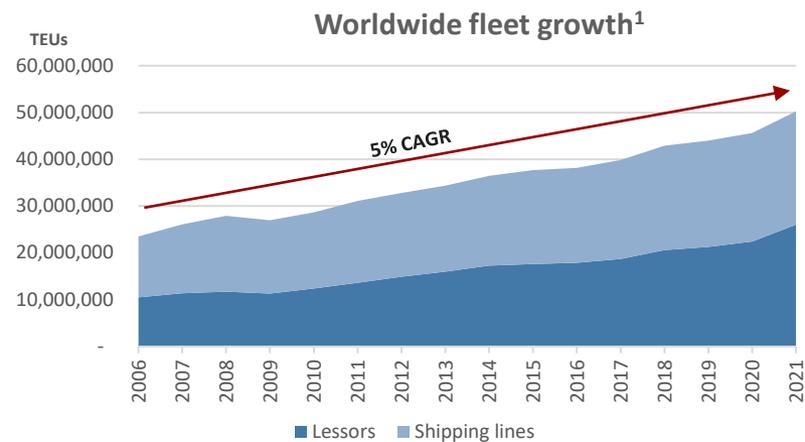
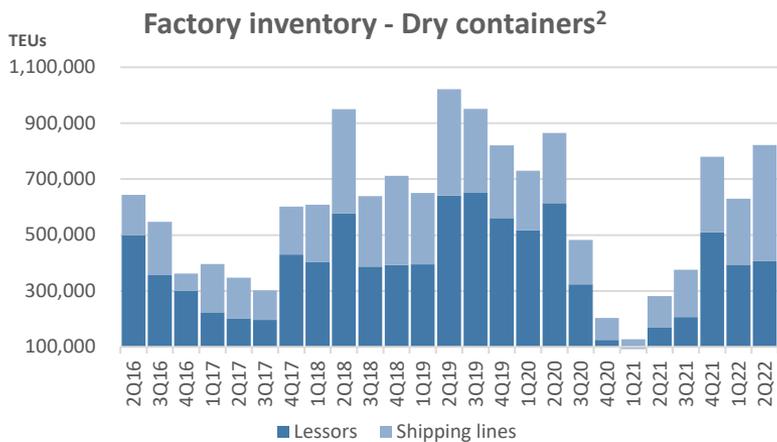
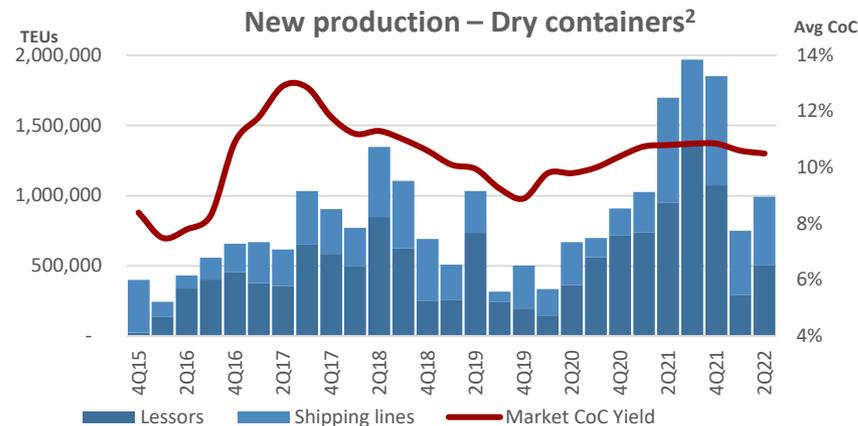
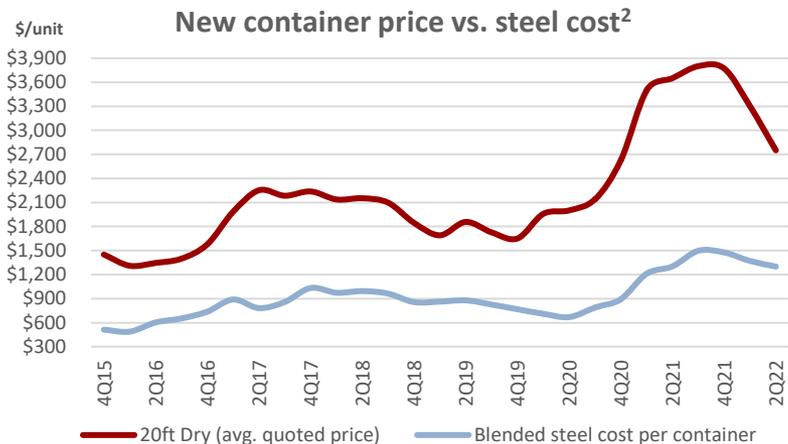


Container trade vs. GDP growth¹



1) Source: GDP figures published by the IMF. Container trade figures are based on management estimates using various industry sources; total volume in TEU.
 2) Source: Harrison Consulting, estimated based on loaded container TEU moves.

Historical Container Market Data



1) Source: Harrison Consulting
 2) Source: figures based on management estimates using industry sources

Reconciliation of GAAP to Non-GAAP Items

(Dollars in thousands - Unaudited)	Three Months Ended,			Six Months Ended,	
	June 30, 2022	March 31, 2022	June 30, 2021	June 30, 2022	June 30, 2021
Reconciliation of adjusted net income:					
Net income attributable to common shareholders	\$ 78,590	\$ 72,705	\$ 73,795	\$ 151,295	\$ 135,845
Adjustments:					
Debt termination expense	—	—	2,945	—	3,212
Unrealized (gain) loss on financial instruments, net	(85)	207	(1,406)	122	(4,598)
Impact of reconciling items on income tax	17	(43)	(130)	(26)	(103)
Adjusted net income	\$ 78,522	\$ 72,869	\$ 75,204	\$ 151,391	\$ 134,356
Adjusted net income per diluted common share	\$ 1.63	\$ 1.48	\$ 1.48	\$ 3.10	\$ 2.64
Reconciliation of adjusted EBITDA:					
Net income attributable to common shareholders	\$ 78,590	\$ 72,705	\$ 73,795	\$ 151,295	\$ 135,845
Adjustments:					
Interest income	(257)	(36)	(26)	(293)	(63)
Interest expense	37,593	35,309	30,147	72,902	59,253
Debt termination expense	—	—	2,945	—	3,212
Realized loss on derivative instruments, net	—	—	2,448	—	5,404
Unrealized (gain) loss on financial instruments, net	(85)	207	(1,406)	122	(4,598)
Income tax expense (benefit)	2,047	1,639	(117)	3,686	949
Depreciation and amortization	72,957	72,493	70,703	145,450	137,309
Container write-off (recovery) from lessee default, net	241	—	(41)	241	(5,753)
Adjusted EBITDA	\$ 191,086	\$ 182,317	\$ 178,448	\$ 373,403	\$ 331,558

**t
e
x**